

IN THE CLAIMS

1. (Currently Amended) A method in a computer system comprising:  
defining a forecast snapshot, wherein  
the defining comprises:  
receiving an interval, wherein  
the interval specifies a frequency at which forecast snapshots are  
generated,  
receiving a specified day within the interval, wherein  
the forecast snapshot is generated on the specified day, and  
receiving specified roles of participants in a reporting hierarchy of the  
participants, wherein  
the forecast snapshot comprises information regarding a member of ~~[[the]]~~  
an organization, and  
the information indicates the member is assigned one of the specified roles  
in the reporting hierarchy;  
causing a processor of the computer system to determine if a valid reporting hierarchy ~~of  
the participants~~ has been defined;  
causing the processor to generate an indication of validity, in response to a determination  
that the valid reporting hierarchy ~~of the participants~~ has been defined;  
in response to the indication of validity, causing the processor to automatically generate  
the forecast snapshot, wherein  
the forecast snapshot is based on opportunity information of the participants, and  
the forecast snapshot comprises the opportunity information; and  
causing the processor to automatically send an alert notifying the participants of the  
generation of the forecast snapshot.
2. (Previously Presented) The method of claim 1 wherein a participant of the  
participants updates the forecast snapshot in response to the alert.

3-5. (Cancelled)

6. (Currently Amended) The method of claim 1 wherein the **reporting** hierarchy comprises more than one level, and the validating comprises :
  - detecting whether a participant of the participants is included at more than one level of the **reporting** hierarchy, and
  - detecting whether there exists only one root in the **reporting** hierarchy ~~of participants~~.
7. (Currently Amended) The method of claim 6 further comprising **[[when]]** :
  - if** the **reporting** hierarchy ~~of participants~~ is invalid~~[[:]]~~ ,
  - notifying a user~~[[:]]~~ , and
  - correcting the **reporting** hierarchy.
8. (Currently Amended) The method of claim 1 wherein the generating further comprises:
  - for each participant of the participants, retrieving opportunity information; and
  - generating a forecast summary in accordance with the **reporting** hierarchy ~~of the participants~~, wherein
  - the forecast summary is based on the opportunity information retrieved for each participant of the participants.
9. (Previously Presented) The method of claim 1 wherein the forecast snapshot is associated with a forecast period.
10. (Currently Amended) The method of claim 8, wherein the forecast snapshot further comprises:
  - the forecast summary, wherein
  - the forecast summary comprises one or more data fields based on processing of the opportunity information, and
  - the processing of the opportunity information comprises:
    - ~~generating an expected revenue based on an adjustment of forecasted revenue by probabilities of an opportunity,~~

generating ~~[[the]]~~ **a** forecasted revenue by summing revenue of at least one opportunity, **and**

**generating an expected revenue based on an adjustment of the forecasted revenue by probabilities of an opportunity;**

a best case based on a prediction of the forecasted revenue; and  
an audit trail of edits to the forecast summary.

11. (Previously Presented) The method of claim 9 further comprising: receiving an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.
13. (Previously Presented) A computer system comprising a processor and a memory, wherein the memory stores program instructions executable by the processor to:  
define a forecast snapshot, wherein  
the definition of the forecast snapshot comprises:  
receiving a schedule, wherein  
the schedule specifies a frequency at which forecast snapshots are created, and  
receiving an indication of participants, wherein the forecast snapshot comprises information regarding the participants;  
cause the processor to determine if a valid reporting hierarchy of the participants has been defined;  
cause the processor to generate an indication of validity, in response to a determination that the valid reporting hierarchy of the participants has been defined;  
in response to the indication of validity, automatically generate the forecast snapshot, wherein  
the forecast snapshot is based on opportunity information of the participants, and  
the forecast snapshot comprises the opportunity information; and  
automatically send an alert to the participants indicating the forecast snapshot has been created.

14. (Currently Amended) The computer system of claim 13, wherein the schedule is based on a user-defined interval, and the participant updates forecast information in response to the **notifying alert**.
15. (Currently Amended) The computer system of claim 13 wherein the ~~[[the]]~~ computer system is further configured to perform validation during the defining of the forecast snapshot.
16. (Currently Amended) The computer system of claim 15 further comprising: a notification component configured to notify a user, if the **reporting** hierarchy ~~of participants~~ is invalid; and a correction component configured to facilitate correcting the **reporting** hierarchy, if the **reporting** hierarchy ~~of participants~~ is invalid.
17. (Currently Amended) The computer system of claim 13 wherein the ~~[[the]]~~ computer system is further configured to:  
for each participant of the participants, retrieve opportunity information; and generate a forecast summary in accordance with the **reporting** hierarchy ~~of the participants~~, wherein the forecast summary is based on the opportunity information retrieved for each participant of the participants.
18. (Currently Amended) The computer system of claim 17, wherein the forecast snapshot further comprises:  
the forecast summary, wherein  
the forecast summary comprises one or more data fields based on processing of the opportunity information, and  
the processing of the opportunity information comprises:  
~~generating an expected revenue based on an adjustment of forecasted revenue by probabilities of an opportunity,~~  
generating ~~[[the]]~~ **a** forecasted revenue by summing revenue of at least one opportunity, **and**

**generating an expected revenue based on an adjustment of the  
forecasted revenue by probabilities of an opportunity;**

a best case based on a prediction of the forecasted revenue; and  
an audit trail of edits to the forecast summary.

19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.
20. (Previously Presented) A computer-readable storage medium comprising instructions executable to implement a method, the method comprising:  
receiving a schedule for generating forecast snapshots;  
receiving an indication of participants to be included in the forecast snapshots;  
determining if a valid reporting hierarchy of the participants has been defined;  
generating an indication of validity, in response to a determination that the valid reporting hierarchy of the participants has been defined;  
in response to the indication of validity, automatically generating a forecast snapshot based on opportunity information of the participants, wherein the forecast snapshot comprises the opportunity information, and  
the forecast snapshot is generated in accordance with the schedule; and  
automatically sending an alert notifying the participants of the generation of the forecast snapshot.
21. (Previously Presented) The computer-readable storage medium of claim 20 wherein the schedule is based on an interval.
22. (Previously Presented) The computer-readable storage medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Previously Presented) The computer-readable storage medium of claim 20 wherein the participants are indicated by their roles within an organization.

24. (Currently Amended) The computer-readable storage medium of claim 20 wherein
- the **reporting** hierarchy comprises more than one level, and
  - the validating comprises:
    - detecting whether a participant of the participants is included at more than one level of the **reporting** hierarchy, and
    - detecting whether there exists only one root in the **reporting** hierarchy ~~of participants~~.
25. (Currently Amended) The computer-readable storage medium of claim 24 further comprising:
- notifying a user, if the **reporting** hierarchy ~~of participants~~ is invalid; and
  - correcting the **reporting** hierarchy, if the **reporting** hierarchy ~~of participants~~ is invalid.
26. (Currently Amended) The computer-readable storage medium of claim 20 wherein the automatically generating the forecast snapshot comprises:
- for each participant of the participants, retrieving opportunity information, and
  - generating a forecast summary in accordance with the **reporting** hierarchy ~~of the participants~~, wherein
    - the forecast summary is based on the opportunity information retrieved for each participant of the participants.
27. (Currently Amended) The computer-readable storage medium of claim 26, wherein the forecast snapshot further comprises:
- the forecast summary, wherein
    - the forecast summary comprises one or more data fields based on processing of the opportunity information, and
    - the processing of the opportunity information comprises:
      - ~~generating an expected revenue based on an adjustment of forecasted revenue by probabilities of an opportunity,~~

generating ~~[[the]]~~ **a** forecasted revenue by summing revenue of at least one opportunity, **and**

**generating an expected revenue based on an adjustment of the forecasted revenue by probabilities of an opportunity;**

a best case based on a prediction of the forecasted revenue; and  
an audit trail of edits to the forecast summary.